

Don't Bewail Your Fate if Your Job Does Not Suit You.

efficient help for the positions within their gift. Look at the Want Ad. pages to-day—the Male and Female Help and Agents and Solicitors. It will give you an idea of what Times-Dispatch Want Ads. can do.

The Rate for Classified Want Advertising

1 cent per word. Net Cash in Advance with a minimum cost of 10 cents for each insertion. The same rate applies to deaths, marriages, obituaries and all other classified notices. No display type allowed in the classified columns.

LOST AND FOUND.

LOST—BURIED FROM MY KENNELS—Blue dog, large, long tail, white and tan spots; reward offered for his return or any information regarding him. L. C. MOODY, Bon Air, Va.

LOST—STRUNG GOLD BEADS ON Franklin street, between Jefferson and Second, Wednesday or Thursday last. Suitable reward. Return Times-Dispatch office.

LOST—BOSTON TERRIER, seal-brown brindle, blaze face, white tipped feet, white throat and chest; wore wide leather collar heavily studded with brass nails. Reward for return to 703 East Grace street.

LOST—ON SATURDAY, ONE OPEN-FACE Silver Watch with black dial. Reward if returned to 203 West Clay street.

LOST—ON SATURDAY MORNING, ONE Silver Watch with gold fob with black silk ribbon. Reward if returned to 203 West Clay street.

LOST—WHITE FEMALE PONTEFERRA, half head brown; answer to name of Sue. Reward will be paid if returned to 1801 Georgia avenue. Owner's name on collar when lost.

\$500 REWARD FOR FEMALE SETTER: who with black ears and black ticks; name Bill. Lost January 9th. M. H. OMORUNDO, 303 Floyd avenue. Phone 4900.

LOST, OR LEFT IN SOME STORE, A Black Cravatine Rain Coat. Finder return to this office and receive reward.

HELP WANTED—Male.

AUTOMOBILE DRIVERS, REPAIRMEN, chauffeurs and others wanted all over the country. Good opportunities in the United States affording great opportunities for our students; 6 cents a day will qualify you for good wages in this growing field. Full particulars and terms, address THE DIALECTIC OF Motoring terms, address THE CORRESPONDENCE SCHOOL OF AUTOMOBILE ENGINEERING, Suite 163, Clinton Bldg., New York.

AGENTS IN EVERY LOCALITY TO send for our terms and special inducements; no competition; great demand; sales tremendous and easy. STANDARD G. R. CO., 36 Broadway, New York.

ANY INTELLIGENT PERSON MAY earn good income corresponding for newspapers; experience unnecessary. Send for circulars. PAPER SYNDICATE, Lockport, N. Y.

AN EXPERIENCED DRY GOODS salesman, manager for retail firms; must be good buyer and manager; salary no object. ATTALLA MERCANTILE CO., 20 Whitehall St., Atlanta, Ga.

ELECTROPLATERS WANTED FOR THE LARGE PRINTING PLANTS AND ELECTROPLATING PLANTS IN NEW YORK CITY—FINISHERS, \$37; MOULDERS, \$27; BATTERYMEN, \$21; BACKERS-UP, \$21; BUILDERS-UP, \$21; CALL OR ADDRESS, GIVING AS REFERENCED FORMER EMPLOYERS, TYPEWRITER, OF THE CITY OF NEW YORK, 29 BROADWAY.

FOR A VERY PROFITABLE BUSINESS in Richmond I want a partner with a capital of \$20,000; annual net profits from \$3,000 to \$4,000. Address E. K. Post-Office Box 129.

GOVERNMENT POSITIONS—30,000 APPOINTMENTS last year; chances better now. Thousands we have prepared have been admitted to positions in every State. Write for free booklet 15, giving list of positions, sample questions, etc., to NATIONAL CORRESPONDENCE INSTITUTE, Washington, D. C.

GOOD PAY FOR EARNEST WORKERS everywhere distributing circulars, samples, etc.; no canvassing; good pay. SUN ADVERTISING BUREAU, Chicago.

WANTED—EVERYWHERE HUSTLERS to task signs, distribute circulars, samples, etc.; no canvassing; good pay. SUN ADVERTISING BUREAU, Chicago.

WANTED—YOUNG MARRIED MAN ON one and a half miles from city. Address T. T., care carrier R. F. D. No. 2, city.

WANTED—A COMPETENT REGISTERED DRUG CLERK; good salary to right man. A. GREENWALD, Rochester, N. Y.

MEN TO LEARN BARBER TRADE, New system. Only eight weeks required. Wages Saturdays. Tools donated. Positions paying \$10 weekly guaranteed when through Illustrated Catalogue mailed free. MOLER'S BARBER COLLEGE, 23 Prince Street, New York City.

MEN AND BOYS WANTED TO EARN \$5 to \$8 a day after completing course in hair cutting, shaving, etc., or schools. Graduates admitted to union; positions secured. COYNE BROS. CO., PRACTICAL SCHOOLS PLUMBING AND BRICKLAYING, New York, Chicago, Cincinnati and St. Louis. Free catalog.

MAN WANTED IN THIS REAL ESTATE business; experience unnecessary; if honest, ambitious and willing to learn the business thoroughly by month and earn \$300 to \$500 monthly as our local representative. Will immediately assume all particular. Write for address. NATIONAL CO-OPERATIVE REALTY CO., 317 B. Athenaeum Bldg., Chicago.

MANAGER WANTED, AN OHIO CORPORATION, manufacturing household necessities; desires Richmond manager; demonstration in running business; good position; three years' contract; salary \$1,000 and commissions good opening for man of character and ability. Address MANAGER, 211 Ontario Bldg., Toledo, O.

MEN EVERYWHERE TO DISTRIBUTE our samples, \$3 daily; steady; no canvassing. "OLIVER," Monroe Bldg., Chicago.

MOULDERS WANTED—NON-UNION Machinery Moulder and Coremakers; steady work; good wages. Address P. O. Box 159, Philadelphia.

VALESMAN WANTED FOR VERY ATTRACTIVE zinc stock; \$50 week commission; those with successful experience only. Address MANHATTAN COMPANY, 33 Union Square, New York.

WANTED BY ARKANSAS DEMOCRAT CO., Little Rock, Ark., first-class lumber operators; one monotype key-board operator. Only competent non-union help need apply, with references.

WANTED FOR U. S. ARMY—ABLE-bodied unmarried men between ages of 18 and 35, citizens of United States, of good health and temperance habits, who can speak, read and write English. For information apply to RECRUITING OFFICER, 10 E. Broad Street, Richmond, Va.

HELP WANTED—Male.

WANTED—GOOD MAN, EITHER single or married, experienced in furniture business; must be steady, experienced and have some knowledge of book-keeping; will board single man or furnish his room free and in return he will help him out. Best reference required. Address HIGHLAND PARK, G. 225, care Times-Dispatch.

WANTED—YOUNG MAN TO HELP IN office; must have some knowledge of book-keeping and shorthand; chance for advancement; state salary expected, also who employed by; address own handwriting. Address G. 400, care Times-Dispatch.

WANTED—A GARDENER FOR ONE of our customers; married man who understands raising vegetables and a fair knowledge of flowers; wife to look after chickens, making butter, etc. Apply to T. W. WOOD & SONS, 12 South Fourteenth street, city.

WANTED—EXPERIENCED NOTION and furnishing goods travelling salesmen; State of Virginia, West and south of the Valley, and in areas for Norfolk and Western coal fields. Apply to T. W. WOOD & SONS, 12 South Fourteenth street, city.

WANTED—FOUR MEN TO TRAVEL IN each State, distribute samples and advertise our goods. Salary, \$21 per week and expenses, guaranteed. Expenses advanced. Experience unnecessary. Address, with stamp, stating age and experience. REEVE CO., 429, Dearborn Street, Chicago.

WANTED—GOOD TRAVELING SALESMAN, one of experience and ability, to sell our line of "anti-trust" Illinois oil exclusively; to a man in his 30s; commission. Address, THOS. M. McBOO & CO., Lock Box 244, Mansfield, Ohio.

WANTED—SEVERAL GOOD ORGANIZERS to represent an old established fraternal organization; sick, accident and death and endowment benefits; good pay to business producers. Apply to UNITED AMERICANS, Charleston, W. Va.

WANTED—YOUNG MAN WITH TWO or three years' experience in drug business; must be able to read prescriptions and compound same; not necessary to be registered; man from country preferred. Address Box 922, Norfolk, Va.

WANTED—FIRST-CLASS UP-TO-DATE man; \$80 per month and expenses to one that can fill the bill. Call Tuesday. STANDARD TRUST CO., 710 and 711 American National Bank Building.

WANTED, TWO MEN IN EACH COUNTY to represent hardware department; established house; salary \$21 weekly; expense money advanced. Address HARDWARE DESK C, The Columbia House, Chicago.

WANTED—THREE EXPERIENCED hardware breakers to work machine. Apply between 8 and 9 o'clock Monday morning to GRESSET BROS., 944 West Grace, in the rear.

WANTED, BOOKKEEPER FOR ESTABLISHED furniture business at once, who can invest or loan upon security. \$1,500; state age, experience, references and salary expected. Box 622, Macon, Ga.

WANTED—MAN EXPERIENCED IN hardware business; prefer one with some knowledge of book-keeping. Address HARDWARE, J. 288, care Times-Dispatch.

WANTED, DETECTIVES FOR PROFITABLE secret service work to act under cover. Experience necessary. Write WEBSTER'S DETECTIVE AGENCY, Des Moines, Ia.

WANTED, AN EXPERIENCED CITY salesman to handle retail grocery trade; good position for right man; state salary expected. H. 330, care this office.

WANTED, HUSTLING SALESMAN TO work with references; time of three months guaranteed; also repairing of one. RED ROSE INN, Cumberland, Va.

WANTED—A GOOD PIANO TUNER with references; tuning of three pianos guaranteed; also repairing of one. RED ROSE INN, Cumberland, Va.

WANTED, EVERYWHERE HUSTLERS to task signs, distribute circulars, samples, etc.; no canvassing; good pay. SUN ADVERTISING BUREAU, Chicago.

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WANTED FOR U. S. ARMY—ABLE-bodied unmarried men between ages of 18 and 35, citizens of United States, of good health and temperance habits, who can speak, read and write English. For information apply to RECRUITING OFFICER, 10 E. Broad Street, Richmond, Va.

The Dollars that slip through your fingers

Those are the ones that you must save in order to be successful, and it is just that saving that makes the merchant-princes and the successful men and women of this day.

It's a far cry from a One-Cent-a-Word Times-Dispatch Want Advertisement to a prosperous business, but it is logic just the same

Now, for instance, suppose you had an incompetent servant who spent more than her hire in wasting and breaking things. Don't you see that you would save many dollars by securing in place of the incompetent servant, one that would be less wasteful of her charges and more careful of the valuables intrusted to her care? Of course you do, and the logic of this reasoning points the way to stopping dollars from slipping through your fingers.

The kind of servants secured by Times-Dispatch Want Ads. is the best to be had. Incompetent and worthless help does not bother about reading or writing ads.

Applying the principle to making substantial businesses out of those that are stagnated or in a rut, we suggest the plan we have often suggested before. Merchants should advertise a few special articles in Times-Dispatch advertisements every day. They will sell themselves and make new trade. You put the ads. in Times-Dispatch Want Ads., and the Times-Dispatch will take care of putting them in the way of prospective customers—a great many thousands in Richmond and Virginia every day.

Write to the Times-Dispatch Want Ad. Department, Richmond, Va., or Phone 549 for the Want Ad. man.

SITUATION WANTED—Male.

WANTED—A POSITION ON A FARM by strong and healthy young man; 21 years old; energetic and willing. Apply at once. F. 401, care Times-Dispatch.

WANTED—BY YOUNG MAN WITH CONSIDERABLE experience, employment required with application. State experience when applying. Representing and how. THE STERLING REFINING CO., Cleveland, Ohio.

WANTED—EXPERIMENTAL SALESMEN OR WOMEN to travel exclusively for greatest calendar, no office; liberal commission; only successful salesmen need apply; strong experience, references; making contacts to right man; state fully experience territory covered. Address K. 373, care this office.

WANTED—EMPLOYMENT BY GRADUATE who has had experience in a business college; can furnish best of references. F. 34, care Times-Dispatch.

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